

EXHIBIT E—SMALL BUSINESS ECONOMIC DEVELOPMENT ADVOCACY POLICY

The City has established the following contracting goals:

Minority-Owned Business Enterprise (MBE):	32.5%
Women-Owned Business Enterprise (WBE):	13.0%
African-American-Owned Business Enterprise (AABE):	2.3%
Small Business Enterprise (SBE):	45.0%

Please note that a business could be classified in each category and therefore their utilization could be counted in each category of goals. For example, Company X submits proposal as a prime contractor for \$250,000 of services of which \$81,250 is subcontracted to Company Z. Company X retains \$168,750 of the contract. Company X is classified as local SBE, and Company Z is certified as an AABE, WBE, MBE and SBE. Goal compliance will be evaluated as follows:

Contract Amount: \$250,000

MBE =	\$81,250 or 32.5%	WBE =	\$81,250 or 32.5%
AABE =	\$81,250 or 32.5%	SBE =	\$250,000 or 100%

Company Z's \$81,250 subcontract counts towards MBE/WBE/AABE and SBE goals. Company X's \$168,750 balance counts towards the SBE goal. MBEs and WBEs submitting proposals as a prime contractor may count their status as such towards the appropriate goal. However, compliance with other goals (i.e., AABE, SBE etc.) is required.

Proposals submitted under Phase II of the developer selection process may be required to include a Good Faith Effort Plan (GFEP). The GFEP shall include specific documentation, as outlined in **City SBEDA Form 117C, "Good Faith Effort Plan for Subcontractors and Professional Services"**, that demonstrates a commitment by the proposer, to utilize minority and women business enterprises in a percentage which equals or exceeds the above goals. If required in proposals, any proposal that does not include the GFEP shall be declared non-responsive.

A firm may count toward the above goals a portion of the total dollar value of a contract with a joint venture equal to the percentage of MBE, WBE, AABE, or SBE participation in the joint venture. The MBE, WBE, or AABE must be responsible for a clearly defined portion of the work to be performed, equal to a share in the ownership, control, management, responsibility, risks, and profits of the joint venture.

Proposals under Phase II may be required to include **City SBEDA Form 101 List of Subcontractors** which identifies the particular firms to be utilized in performing the contract, specifying for each the dollar value of the participation, the type of work to be performed, and such information as may reasonably be required to determine the responsiveness of the submittal. Proposals may also be evaluated based on the level of Local and Disadvantaged Business Enterprise (DBE) Performance.

Only companies certified as SBE, MBE, WBE, AABE or DBE through the South Central Texas Regional Certification Agency (SCTRCA) can be applied towards the contracting goals. Proof of certification must be submitted utilizing, in part or in whole, an SBE, MBE, AABE, WBE or DBE firm. If not certified, please call the SCTRCA at (210) 227-4722 or write them at 301 S. Frio, Suite 310, San Antonio, Texas 78207.